

To: Bothe, James M., Williams, Donald J., Moulton, G, Deese, David,  
Fricke, R H., Zecca, Anthony, Herlihy, James  
From: Kuruc, Nick  
Posted: 2/17/98 9:00  
Opened: 2/17/98 21:05  
Subject: Amerada Hess Corporation

RE: 1998 Retail Partners Contracts

Due to their excellent volume performance during 1997 we have increased the pay "brackets" for 1998 Retail Partners in all Hess Marts and Co-Op's. Listed below are new contract designations:

Hess Mart's (0353-03-01 through 08)      Pack Outlet L2H, NSL 2H, LR2H, Pack  
Accrual Match L3H

Hess Co-Op's (0353-02-01 through 08)      Pack Outlet NSL2B, L2B, Pack  
Accrual L3B

If you have any questions, please call me

CC: 2200 - Atlanta Region, 2210 - Atlanta ROU,  
1100 - Boston Region (KERSHON), Ahiabuike, Anthony E.,  
Darcy, Joe F., Mirabal, Lawrence, Shaw, Rusty R.,  
Beasley, Scott A., Roll, Linda, Piscitelli, J,  
2100 - Winston-Salem Region, 2110 - Winston-Salem ROU,  
1710 - Pittsburgh ROU, Forrey, Linda, Thomas, E F.,  
Barney, Kevin, Tanchyk, R, Schwalm, S, Alessandra, C,  
Burrows, Robert, Sirianni, Suzanne M., Barrett, Susan D.,  
Letourne, Paul, 1110 - Boston ROU(PROVENL), Diciro, John P.,  
Santiago, Julio R., Leonard, Michal K., Wolking, W,  
Borjeson, John, Payne, Jennifer, Jackson, A, Smith, Richard A.,  
Jurgensen, Kurt T., Leonard, John M., Ferencak, Cynthia L.,  
Kavanagh, John P., Gambardella, Mark R., Norris, Chuck H.,  
Figueroa, David A., Agner, Edward,  
1200 - New York Region (SCULLYA),  
1210 - New York ROU (ALVICH), Eckardt, Diane C.,  
Krumlauf, Phillip K., Klein, John F.,  
1300 - Philadelphia Region (HAYESJ4),  
1310 - Philadelphia ROU (METZG),  
2310 - S. Florida ROU (FINKLEP),  
2300 - S. Florida Region (SMITHJ5),  
1600 - Buffalo Region (BURRELL), 1610 - Buffalo ROU (BRZEZIE),  
Alese, Louann F., Roth, Kari L.

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